

# Buyer Guide

## The Real Agency Real Estate Brokerage

### Welcome

Buying a home is one of the biggest investments you'll ever make. At *The Real Agency*, our goal is to make the process **simple, stress-free, and successful**—while helping you find the perfect home at the best price.

## Step-by-Step Home Buying Process

### 1. Get Pre-Approved

Before shopping, know your budget.

- ✓ Connect with a trusted lender
- ✓ Understand your price range
- ✓ Get a pre-approval letter

This makes your offer stronger and shows sellers you're serious.

### 2. Define Your Needs & Wants

We help you build your home criteria:

- ✓ Location (cities, neighborhoods)
- ✓ Price range
- ✓ Bedrooms / bathrooms
- ✓ Must-haves vs. nice-to-haves

### **3. Start the Home Search**

We'll find homes that match your goals.

- ✓ Access to MLS listings
  - ✓ Off-market opportunities
  - ✓ Schedule private showings
- ✓ We save you time by filtering the best options.

### **4. Tour Homes**

We guide you through each property.

- ✓ Evaluate condition, layout, and value
- ✓ Compare homes side-by-side
- ✓ Identify red flags and opportunities

### **5. Make an Offer**

When you find the right home:

- ✓ Analyze market value
  - ✓ Structure a competitive offer
  - ✓ Negotiate price and terms
- ✓ Our goal: Get you the best deal possible

### **6. Home Inspection**

Protect your investment.

- ✓ Hire a licensed inspector
- ✓ Identify repairs or issues
- ✓ Negotiate credits or fixes if needed

## **7. Appraisal & Financing**

Your lender finalizes the loan.

- ✓ Appraisal confirms value
- ✓ Underwriting approval
- ✓ Final loan commitment

## **8. Final Walkthrough**

Before closing:

- ✓ Ensure property condition is as agreed
- ✓ Confirm repairs (if any) are completed

## **9. Closing Day**

You get the keys!

- ✓ Sign final documents
- ✓ Transfer ownership
- ✓ Move into your new home

## **Why Work with The Real Agency?**

- ✓ Expert negotiation to save you money
- ✓ Local market knowledge
- ✓ Access to off-market deals
- ✓ Step-by-step guidance
- ✓ Stress-free experience from start to finish

# Common Buyer Mistakes to Avoid

- ✗ Skipping pre-approval
- ✗ Looking above your budget
- ✗ Ignoring inspection issues
- ✗ Making emotional decisions
- ✗ Changing finances during the process

## Pro Tips for Buyers

- ✓ Act fast in competitive markets
- ✓ Keep your finances stable
- ✓ Be flexible but focused
- ✓ Trust your agent's guidance

## Call to Action

Ready to start your home search?

Contact: *The Real Agency Real Estate Brokerage* today  
Let's find your dream home

“At *The Real Agency*, we guide you through every step—from getting pre-approved to closing—so you can buy with confidence. Our goal is to help you find the right home, negotiate the best deal, and make the entire process smooth and stress-free.”